



DEPARTMENT OF THE AIR FORCE  
HEADQUARTERS AIR ARMAMENT CENTER (AFMC)  
EGLIN AIR FORCE BASE, FLORIDA

14 March 2002  
AFSAT-02-002

MEMORANDUM FOR ALL POTENTIAL OFFERORS

FROM: AAC/WMRAK  
102 West D Ave., Suite 300  
Eglin AFB, FL 32542

SUBJECT: Questions and Answers on Request for Proposal (RFP),  
F08635-02-R-0005, Air Force Subscale Aerial Target (AFSAT)

Attached are some questions and answers to the subject RFP. Any further questions or comments should be directed to me at 850-882-9391 Ext 5252 or e-mail [marcia.smith@eglin.af.mil](mailto:marcia.smith@eglin.af.mil). Thank you for your continued interest in this requirement.

A handwritten signature in cursive script, reading "Marcia A. Smith", is positioned above the typed name.

MARCIA A. SMITH  
Contracting Officer

Attachment:  
RFP F08635-02-R-0005 Questions & Answers (14 March 2002)

## F08635-02-R-0005, Questions & Answers (14 March 2002)

### **Cover Letter**

Referring to paragraph 4. of the cover Memorandum, as well as Attachment 8 Option items A3, B1, C1, D1, and E1 - AFSATs.

#### **Question:**

**Is it correct to assume that the government will place an order for a quantity between 1 and 72 in each of the 5 years? (i.e. consecutive years production)**

**Answer:** Yes, that is our intent as funding permits.

### **Section H**

Section H, Page 18, Para Eglin-H037: "Total Systems Performance Responsibility (TSPR) (Jul 2001)"

Quote: "By signing this contract, the contractor agrees to assume total systems performance responsibility (TSPR), which is the responsibility for functional performance of the AFSAT and all of its components including..."

b) Equipping the target with the AN/DPQ - 9 Vector Doppler Scoring System (VDOPS) and making the system compatible with the existing scoring support infrastructure in place at Tyndall AFB, including the ground station and support equipment."

#### **Question:**

**How does the Government view the contractor's liability by imposing Total Systems Performance Responsibility for systems that includes the subsystem AN/DPQ - 9 Vector Doppler Scoring System (VDOPS), whereby, to date, VDOPS' redesign has neither been completed, nor has its functionality been proven.**

**Answer:** The contractor's liability is only in making the target compatible/integrating it with VDOPS. Integration involves accomplishment of successful interface between properly functioning systems.

Section H., Page 15, Para Eglin-H035, Eglin-H036. Section I, FAR 52.246-19:

The Contractor understands these provisions to allow for two warranty scenarios. First, in the event the government chooses not to purchase the AFSAT warranty at Eglin-H036, Eglin-H035 requires the Contractor to pass through to the Government the suppliers'/manufacturers' warranties for supplies it uses in the AFSAT system. In the second scenario, if the Government chooses to purchase the AFSAT warranty at Eglin-H036, the Contractor will provide pricing in Attachment 8 Options, as required. In any event, the requirements at Section I, FAR 52.246-19 will apply. The pricing provided in Attachment 8 Options, will therefore be for the differences between the requirements of FAR 52.246-19 and Eglin-H036.

#### **Question:**

**Is this the correct interpretation?**

**Answer:** Para H035 and FAR 52-246-19 should be priced in the contract. Eglin H036 is an extended warranty option. Therefore, the pricing provided in Attachment 8 entitled

"Options" will be for the difference, if any, between the requirements of Eglin H036 and the combined requirements of H035 and FAR 52-246-19.

#### **Section I, FAR 52.209-03**

Based upon the contract clause language as set forth in alternate two, the contractor potentially assumes all production commencement risk prior to First Article approval.

**Question:**

**Is this the Governments intent? Please clarify.**

**Answer:** Yes, unless written authorization is obtained from the contracting officer per Alternate II.

#### **Section L**

Section L, 1.2, 5 of 47

**Comments:**

- No funding is shown for planning purposes beyond FY07 while the CLS periods for Option 5
- CLIN E2 extends out into calendar year 2011.
- The cover letter states the government plans a BEQ of 102 targets over 6 years.

**Question:**

**Will the expected contract budget funding be provided beyond CY07?**

**Answer:** No, production of targets beyond CY 07 will be a new contract vehicle. Funding amounts beyond FY07 are not available. The government may purchase the best estimated quantity of 102 targets through CY07.

Section L, Pages 12 of 47

**Performance Data — Paragraph L-III.4.2.2(5)(b) has been amended to include a requirement that the offeror submit substantial data, as noted in the excerpt below; however, there is no guidance on how such data is to be handled within the proposal page budget. The full set of data to comply with the RFP instructions is voluminous, possibly amounting to hundreds of printed pages. Can the graphical or tabular data be presented on a CD that is added as an attachment to Volume II with a definition and short explanation of the files provided in the Volume II text? Please clarify.**

*L-III.4.2.2(5)(b) "...flight tests and other testing, analysis, simulations and evaluations that have been conducted by the offeror... This data may be provided in either raw tabular, Matlab compatible form or as graphical data plots. If the data is provided in tabular form, the data shall be time history data in the form of a table (i.e., rectangular array) with the first column being time and the other columns being the variables of interest at the recorded times. If graphical data plots are provided, each data element shall be clearly marked, the axes identified and the graph titled to reflect the intent of the graph (sample graph follows Table 4.2.2.1). Table 4.2.2.1 lists the minimum data the Government needs to conduct this performance analysis for the specified requirement."*

**Answer:** Yes, submitting this data on a CD is acceptable.

Section L, Page 30 of 47, (4)

No Applicable Past Performance Information

Quote: " (b)..... (Last Sentence)... The completed consent forms should be submitted as part of our Past Performance Volume."

**Question:**

**Are the consent forms part of the "20 Pages" page count for the Past Performance Volume?**

**Answer:** No

#### **Attch3-SRD**

Paragraph 6.17, page 7, Payload Carriage

**Questions:**

**1. What is included in the definition of payload for internal carriage?**

**Answer:** The definition of payload can be clarified by the information in para 6.16 in the SRD. Payloads include not only the hardware but also any wires/cables and mechanical interfaces (install kits) necessary to carry and operate the payload.

**2. Is there a specific volume requirement in addition to the gross weight requirement?**

**Answer:** No

Attachment 3, Page 8, Para 6.23, "Cost of Ownership"

Quote: "Assuming an average acquisition of forty units per year, a full-up AFSAT shall cost less than \$500,000 per target in fiscal year 2000 dollars (threshold). It is desired a full-up AFSAT will cost less than \$400,000 per target in fiscal year 2000 (objective)."

**Question:**

**Is the full-up price (both threshold and objective) based on quantity forty targets per one year, or is the quantity based on forty targets per year over consecutive years of acquisition? If the latter is true, how many years?**

**Answer:** The ORD specifies 40 per year for 10 years. Note: The ORD stipulates a threshold and objective cost per target based on the assumption that 40 targets per year are procured. The ORD does not address which target (i.e., the first, middle, or last) must comply with the required cost. Nor have we. The cost requirements are not key performance parameters.

#### **Attch6-GFI/GFE**

Attachment 6 GFE/GFP

**Question:**

**Note 2: Is the contractor to assume that any additional Cartwright costs associated with the FPD (Program Management, meetings, training, engineering support etc) will be borne by the Government and the contractor will not be**

**responsible for paying these costs? Please clarify the last sentence. It appears to contradict the preceding sentences.**

**Answer:** No. Any costs for designing interfaces are borne by contractor and should be reflected in your cost proposal.

We are in agreement that a contradiction exists with the information provided under Note 2. An amendment will be prepared to reflect the following:

“Note 2: The “shrink” VDOPS sensor will be provided, installed, and performance verified by the government as part of acceptance testing and checkout at Tyndall AFB during the FPD. The sensor will be provided to the contractor by the government during design and/or factory checkout. The contractor shall arrange the availability of the sensor with the government.”

**Question:**

**Note 3: Is the contractor to assume the same list of consumables with be made available as GFE during the Production Option Lots 1 –5?**

**Answer:** For the consumables (#5) it will be the same for production Option Lots 1-5.

**For example, will all RATO's be GFE'd?**

**Answer:** Yes

**Question:**

**Is a GPS antenna required with the AN/DPQ-9 VDOPS installation?**

**Answer:** No.

#### **Attch8-Options**

Attachment 8, Item A1 – AFSATS for First Article Testing

**Question:**

**Is Item A1 to be priced separately or will the 2 AFSAT targets for production articles be procured as part of Item A3, AFSAT Lot 1? If yes, can the government exercise A1 as a standalone order from A3?**

**Answer:** Item A1 is to be priced separately. The government plans to exercise both A1 and A3 simultaneously.

Attachment 8, A1, A3, B1

Comment: Based on the exercise date of Lot 1 CLINS A1 & A3 being simultaneous, and Lots 2 Targets (B1) being ordered 12 months prior to final delivery of the A3 target, a delivery rate of 7-9 targets per month beginning 30 days after FAAT completion (assuming BEQ quantities) would require the government to place the Lot 2 target order prior to completion of FAAT & Flight Qualification.

**Question:**

**Is it the government's intent to have 2 Production Lots of quantities 22 & 21 exercised prior to completion of FAAT & Flight Qualification?**

**Answer:** No. The wording for the option exercise date for Lot 2 will be changed to read: "not earlier than successful completion of FAAT".

Attachment 8, A3, B1, C1, D1, E1 and the Cover Letter

Comment: In Attachment 8 its states this line item is a time-to-time option and will be exercised as money becomes available over a 12-month period. In the cover letter it states the requirement for a best estimated quantity of 102 targets over a 6-year period. The wording of the exercise dates of the individual target options in Attachment 8 leads you to believe that multiple option lots may be open at the same time.

**Question:**

**Does the government intend to have overlapping 12-month option windows or are the five 12 month windows for Option Lots 1-5 to run serially, (i.e. Lot 1 from Jan 2004 – Dec 2004, Lot 2 from Jan 2005 – Dec 2005, Lot 3 Jan 2006 – Dec 2006)?**

**Answer:** Either scenario is a possibility.

Attachment 8, Item A5 – Initial Spares

The first paragraph states that the Initial Spares list is to cover the Interim Contractor Support periods in Option Lots 1-3. Next to the Delivery Schedule it states the Contractor shall provide spares as needed to support option item A3 AFSAT Targets only.

**Question:**

**Will the government please clarify the amount of spares they wish to be provided?**

**Answer:** The contractor shall determine and provide recommendation and pricing to the government.

**Question:**

**This item requests that we provide initial spares (to cover the interim contractor support for lots 1 - 3 called out in this Attachment) to support the AFSAT and support equipment components in accordance with Section C. Are we to assume that the spare parts for Items D2, E2, and F1 Total CLS are not priced in this proposal?**

**Answer:** Yes, that is a correct assumption.

Attachment 8, item A5-A6, initial spares.

**Question:**

**What is the anticipated attrition rate for the targets per year?**

**Answer:** Authorized kill rates for subscale targets are 50 per year, however we project 80% for actuals, which result in 40 per year.

Attachment 8, Item A7 – Data Exhibit B

Data Exhibit B is listed as Item A7 in the Lot 1 Optional requirements.

However, in Lots 2 through 5 it is not listed as a separate CLIN.

**Question:**

**Does this mean that there is no data required for Lots 2 through 5?**

**Answer:** Data A7 refers to all lots.

Referring to Attachment 8 Option items B1, C1, D1, E1 - AFSATs.

The government requests that the contractor should note:

- at what point a production break occurs (time, number of units, etc...) and to
- provide an alternate pricing table should that occur.

**Question:**

**Assuming a production break occurred, due to time constraints, is the government referring to a break occurring within one 12 month option exercise period?**

**Answer:** Any break - could possibly be within the 12 month exercise period of each lot.

**Question:**

**Is the government referring to a break due to one of the lots (B1, C1, D1, E1) being skipped entirely?**

**Answer:** Yes, it's possible the government may skip a lot.

**Question:**

**Is the government referring to both types of breaks occurring?**

**Answer:** Yes, the government is referring to both of these potential types of production breaks.

Attachment 8, Item D2 and E2 – Logistics Support

It states that this item is for logistics support beyond FY03-FY05.

**Question:**

**Should that read FY06-FY08?**

**Answer:** No, ICS could cover through FY05. After FY05, we intend to either continue with contractor support or establish organic support (or both, depending on direction we receive later).

Referring to Attachment 8 Option items A3, B1, C1, D1, and E1.

It states the contractor may propose their own quantity ranges for pricing targets from quantity 1 – 72.

**Question:** Is it acceptable to the government for the contractor to propose quantity ranges with steps in increments as little as 1 target? (i.e. provide individual prices for each quantity of targets from 1 –72).

**Answer:** The contractor can propose any increments they believe to be best for their company.

#### **Exhibit B CLINs**

Section B036, Page 5 of 40

**Request:** Time and Materials – Shows rates required by government FY as follows: FY04-05, FY06-07, FY08-09.

**Comment:** Section L shows a rate summary table 5.6.1-1 with the following 2-year composite rates requested by Contract year: CY03-04, CY04-05, CY05-06, CY06-07, CY07-08, CY08-09, CY09-10.

#### **Questions:**

**Which sets of composite rates are to be provided?**

**Answer:** Section L, Table 5.6.1-1 will be restructured to match B036.

**Shall the rates be based on government FY?**

**Answer:** Yes

**Shall the rates be based on a Contract year (beginning April)?**

**Answer:** No